BESPOKE MARKET INTELLIGENCE

GLP-1 Meds

1,000+ US Consumers Balanced To Census

October, 2023

Audience: Survey of 1,000+ US Consumers balanced to census.

Key Takeaways:

- Awareness is higher with respondents who have conditions like type 2 diabetes, sleep apnea, or generally being overweight.
- Consumers have a mixed view of GLP-1s, leaning positive on net. Camps are split between side effects / safety and losing weight / helping people.

Consumers lean toward thinking GLP-1s are safe to take, especially for people with type 2 diabetes.

There is more interest in GLP-1s in pill format compared to injections...

Respondents who are interested in taking GLP-1s are more likely to be in the process of trying to lose weight than the average consumer...

Respondents on GLP-1s are very satisfied with their experience taking it so far...

Consumers currently taking GLP-1s report that they have lost weight...

Consumers on GLP-1s were likely to report that they have experienced some side effects...

- Consumers taking GLP-1s are evenly divided with regard to how they started taking it (doctor recommended vs. them seeking it out from a doctor)...
- The second half of the report contains breakdowns across consumer spending categories and medical devices (Snack Foods, Casual Dining, Soda, Beer, Clothing, CGMs, etc)



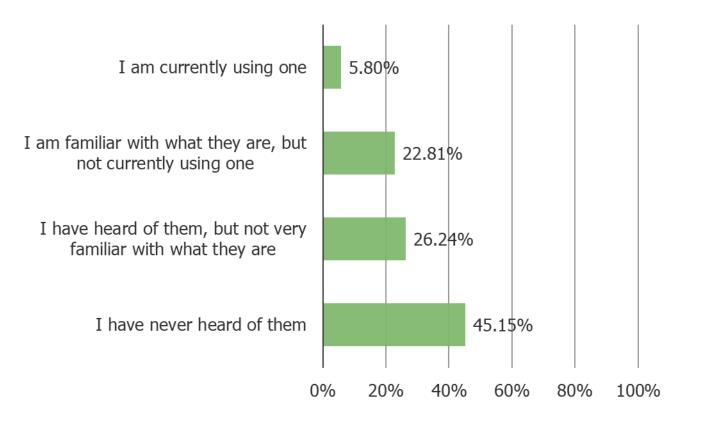
GLP-1 Meds



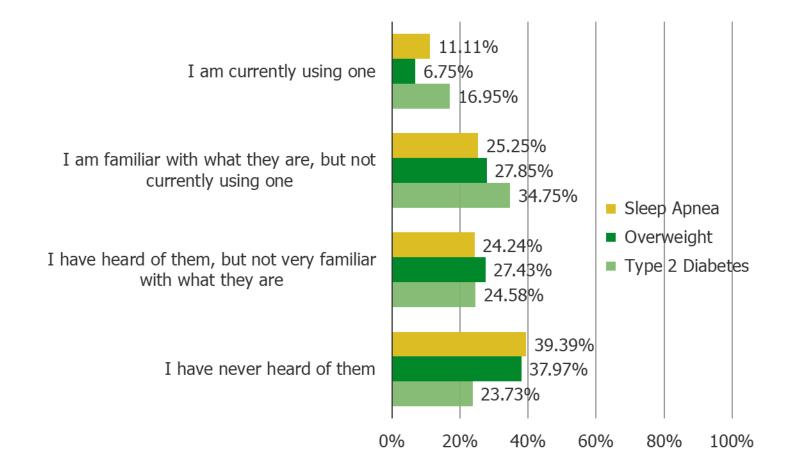
TAM Related Questions

Have you heard of GLP-1 medications, like Ozempic and Wegovy, and others like them, before taking this survey?

Posed to all respondents. (N=1,000)



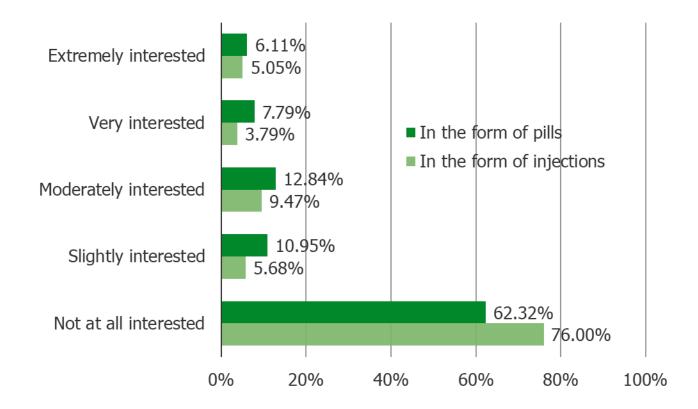
Have you heard of GLP-1 medications, like Ozempic and Wegovy, and others like them, before taking this survey?



GLP-1 medications, like Ozempic and Wegovy, are antidiabetic medications used to treat type 2 diabetes and are also used as an anti-obesity medication used for long-term weight management. The medication works by suppressing your appetite and managing your impulse to eat.

How much interest would you have in taking a medicine like this?

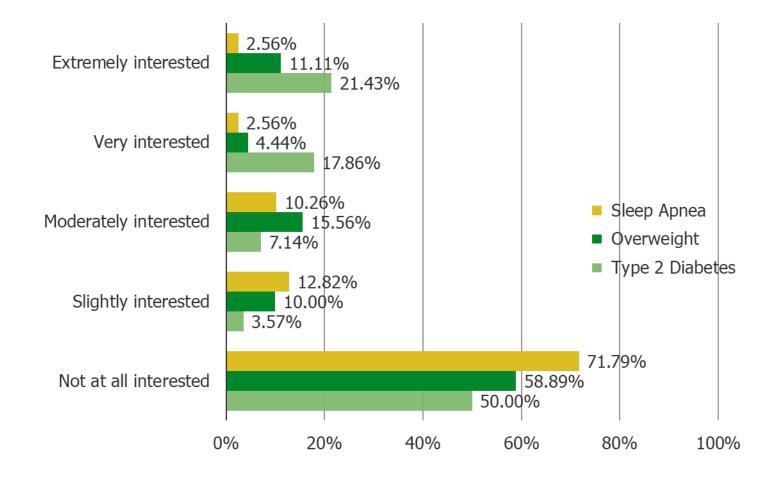
Posed to respondents who have not heard of GLP-1 medications (N = 475)



GLP-1 medications, like Ozempic and Wegovy, are antidiabetic medications used to treat type 2 diabetes and are also used as an anti-obesity medication used for long-term weight management. The medication works by suppressing your appetite and managing your impulse to eat.

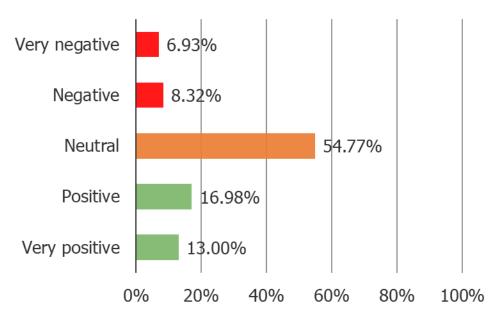
How much interest would you have in taking a medicine like this?

Posed to respondents who have not heard of GLP-1 medications (N = 475)



What is your opinion of GLP-1 medications, like Ozempic and Wegovy, and others like them?

Posed to respondents who have heard of GLP-1 medications (N = 577)

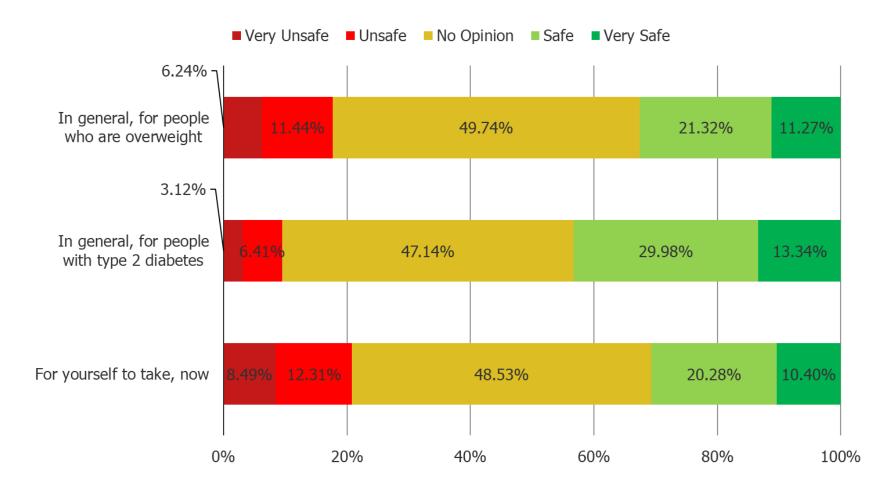


Optional Comments:



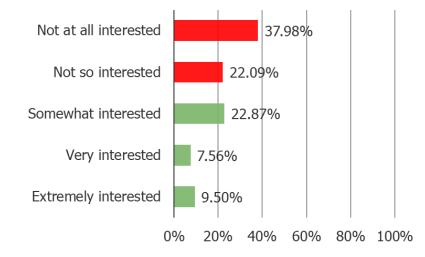
From what you know about GLP-1 medications, like Ozempic and Wegovy, and others like them, are they safe to take?

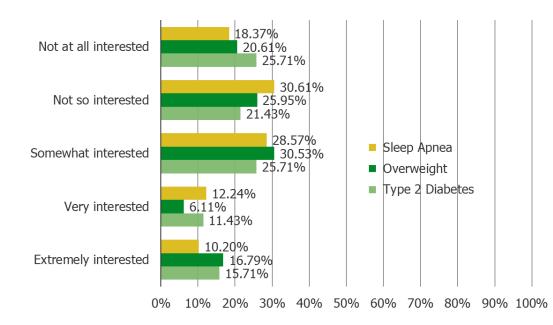
Posed to respondents who have heard of GLP-1 medications (N = 577)



How much interest do you have in taking GLP-1 medications like Ozempic and Wegovy, or others like them?

Posed to respondents who have heard of GLP-1 medications, but don't currently take them (N = 516)



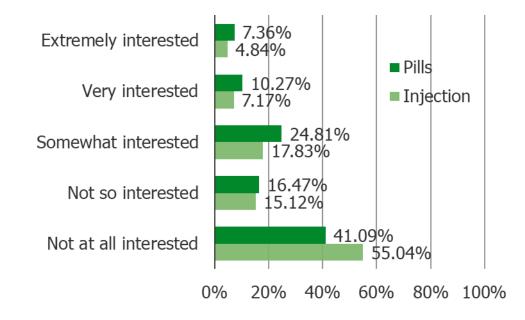


Comments from question on prior page – why interested/not interested...

all have side effects that are harmful	I would rather bust it on bike and calculate my calories. Healthier.
Because I don't believe the answer to weight loss lies in a pill	I'm not a diabetic
Because I need something else that will work to control my sugar	I'm not diabetic or overweight.
Because the moment insurance stops paying for them, all the weight comes back, and	i'm not sure what they do
often more than before.	if my doctor recommends it
Dangerous	I'm exercising alot and not seeing results
Don't feel I need it	I'm waiting to hear long term effects. This is not a behavioral change.
Don't know enough	Interested but would not be able to due to side effects
don't need it	It isn't worth the risk when I only need to lose about 20 pounds and have been seeing
Don't need to	progress by my own natural efforts.
Don't really see i have a need for them unless my doctor was to suggest I take them	It's not a current need
dont want or need	I've experienced bad side effects, and the long term effects of these meds will damage many
Generally, I do not think pills are the answer, except for serious diagnoses.	people.
have other health issues to deal with first	Just don't want to add more medications to what I already take. But if my doc recommended
I already take a similar drug	it, I would be open to it.
I am happy with my current regimen	Medication should only be suggested by a doctor, never by advertisement
I am in weight management and taking a different medication for weight lose. So far I	My health is good now.
have loss 40 lbs.	My Type 2 Diabetes is under control without medication
I am very underweight and no diabetic	N/a
I do not need any medications	No need
I do not need them	not aware enough to make such a decision
I do not need to lose that kind of weight.	Not needed
I don't know enough about them to say	Not safe
I don't like medication	Not sure
I don't have a need for it nor as my doctor suggested I take it	Not sure if I can take them with blood pressure medicine
I don't know much about them	safety
I don't need it	side affects
I don't need them	Side effects aren't worth risking
I don't need to	So I can see if it will help my health
I don't need to lose weight.	Sounds interesting
I have heard good results, plus I have taken Ozempic but its too expensive.	The down the road dangers
I have MS and at ideal weight	They are not for weight loss.
I only would like to tone my body but my weight is fine	They should be left to diabetics
I prefer a lifestyle change approach to weight loss.	To lower blood sugar levels
I take doctor-prescribed Glyburide; not interested in switching to others.	To many side effects
I take medication that makes me gain weight	Too many unsafe side events
I take Victoza	Unless health doctor prescribed
i take what my doctor wants me to take	Unnecessary medicine
I think losing weight via diet and exercise is very preferable	Unsure of the safety or side effects or long term effects of them.
I try to use holistic approaches	Want to lose weight.
I used no supplements for my weight loss	Weight lose needs to be done naturally and slowly to keep it off
	Would if doctor suggestedwas beneficial and safe

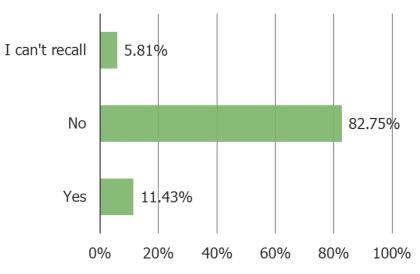
Please describe your interest in taking GLP-1 medications like Ozempic and Wegovy, or others like them, if they are taken via...

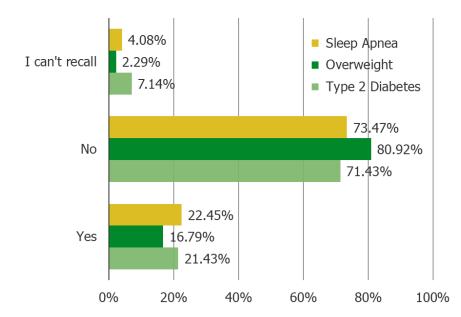
Posed to respondents who have heard of GLP-1 medications, but don't currently take them (N = 516)



Has a doctor ever discussed GLP-1 medications like Ozempic or Wegovy, or others like it, with you?

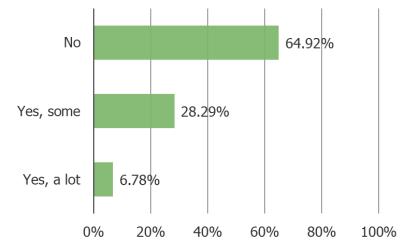
Posed to respondents who have heard of GLP-1 medications, but don't currently take them (N = 516)

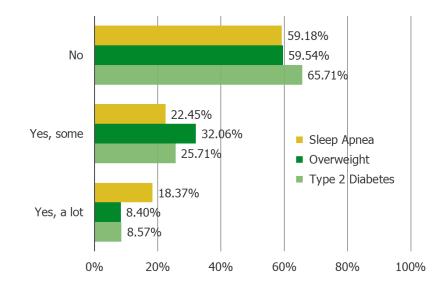




Have you done any research on your own into GLP-1 medications like Ozempic and Wegovy, or others like them?

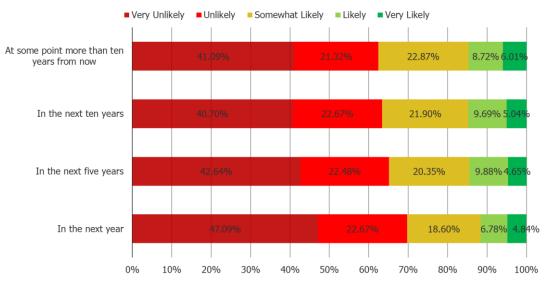
Posed to respondents who have heard of GLP-1 medications, but don't currently take them (N = 516)

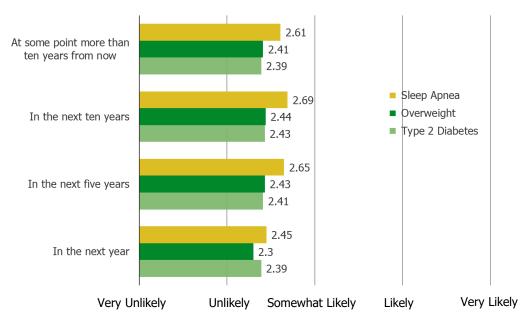




How likely do you think it is that you will take GLP-1 medications like Ozempic or Wegovy, or others like them, in the future?

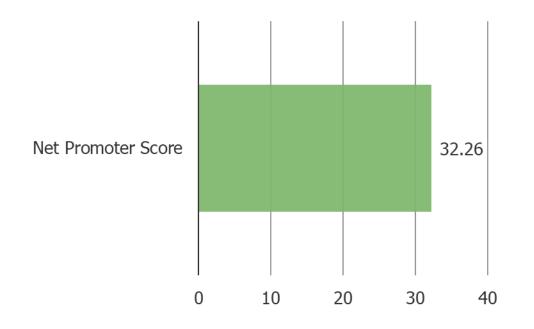
Posed to respondents who have heard of GLP-1 medications, but don't currently take them (N = 516)



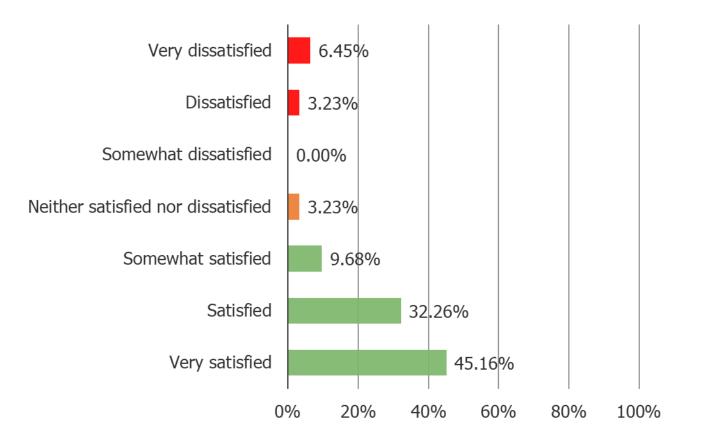


Feedback from those taking GLP-1s

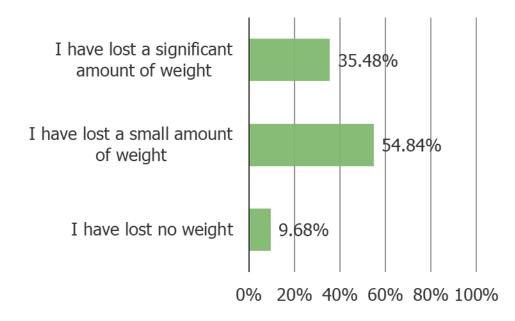
NPS Score



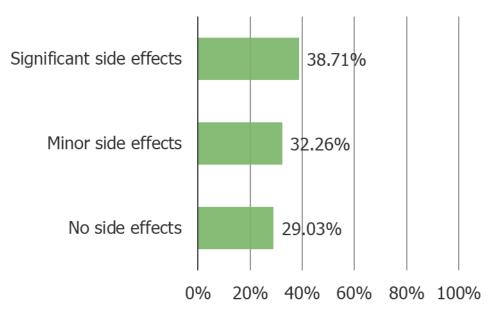
How satisfied are you with your experience in taking GLP-1 medications like Ozempic and Wegovy, or others like it?



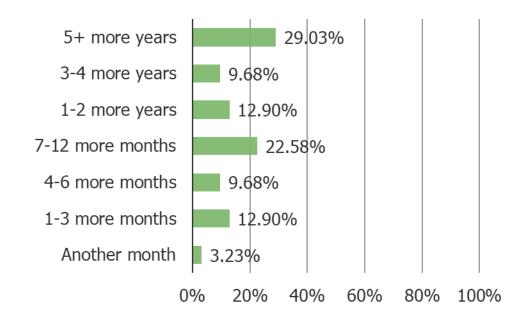
Have you lost weight since starting to take GLP-1 medications like Ozempic and Wegovy, or others like them?



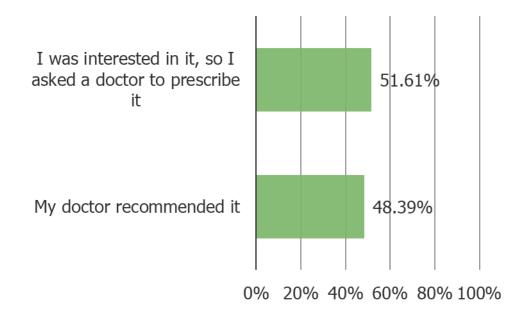
Have you been experiencing any side effects from taking GLP-1 medications like Ozempic and Wegovy, or others like them?



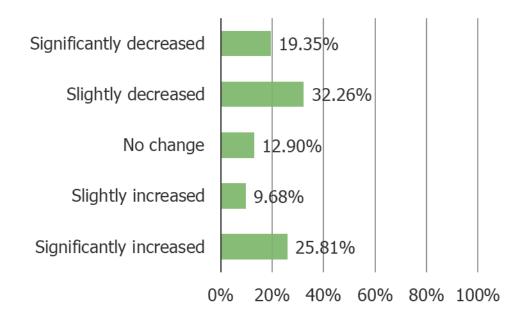
For how much longer do you intend to take GLP-1 medications like Ozempic and Wegovy, or others like them?



How did you come to first start taking GLP-1 medications, like Ozempic and Wegovy?

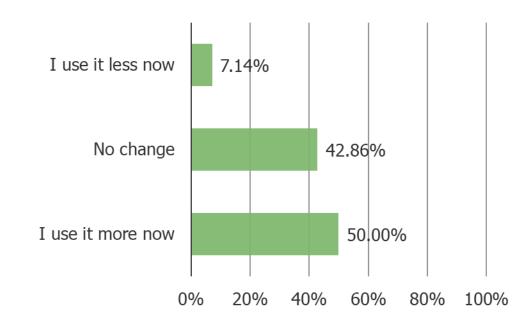


Since you started taking GLP-1 medications like Ozempic or Wegovy, or others like it, how has your calorie consumption changed?

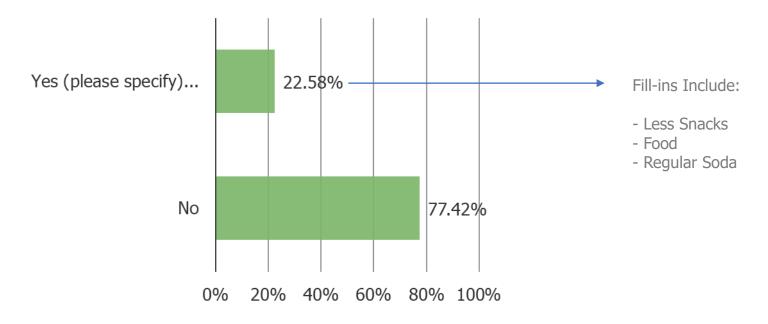


You mentioned that you use a glucose monitoring device at home. Has your usage of that device changed since you started taking GLP-1 medications like Ozempic or Wegovy, or others like it?

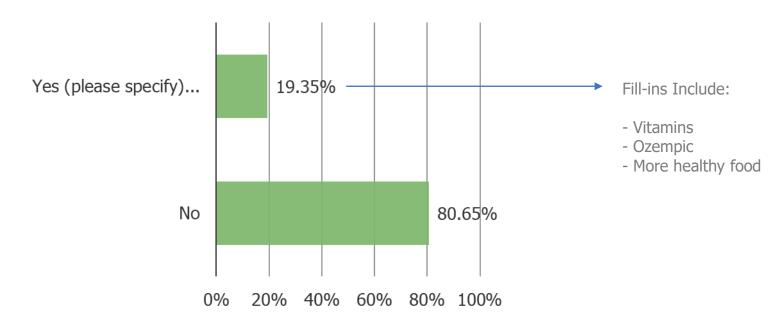
Posed to respondents currently taking GLP-1 meds via injection AND user a CGM at home (N = 14)



Have you decreased your spending on anything as a result of you taking GLP-1 medications like Ozempic and Wegovy, or others like it?



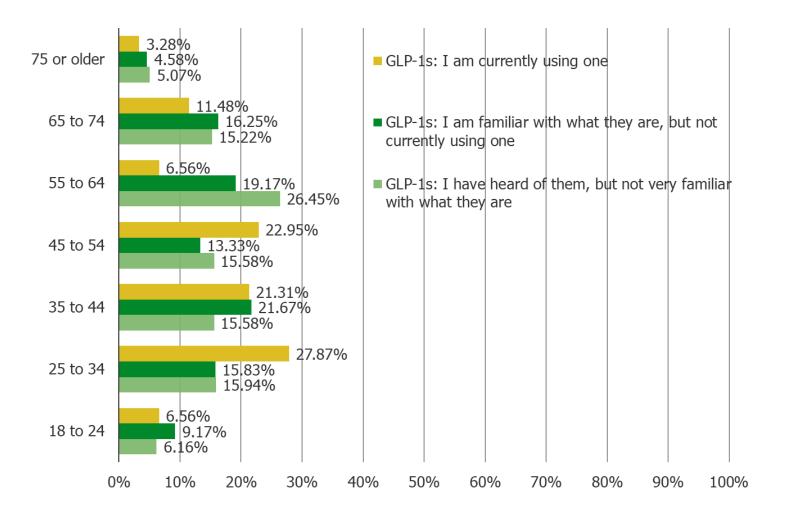
Have you increased your spending on anything as a result of you taking GLP-1 medications like Ozempic and Wegovy, or others like it?



Demographics and Cohort Data

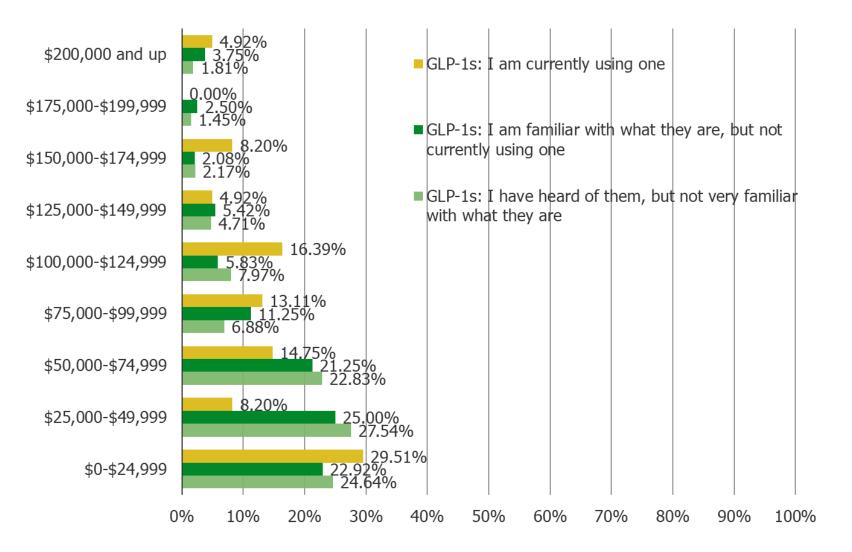
What is your age?

Respondents who have at least heard of GLP-1s, cross-tabbed by their experience with GLPs



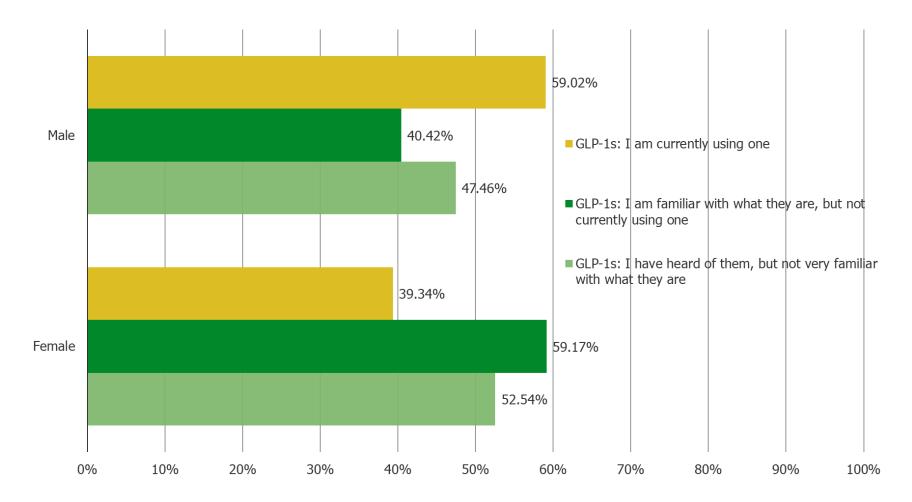
What is your approximate average household income?

Respondents who have at least heard of GLP-1s, cross-tabbed by their experience with GLPs



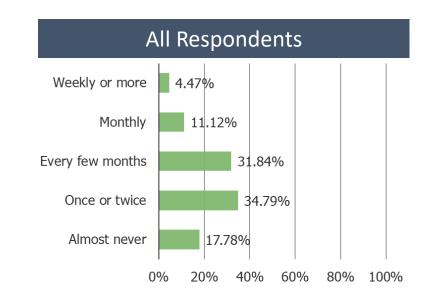
What is your gender?

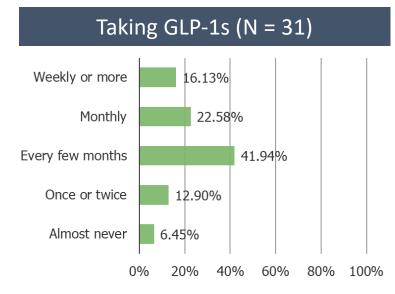
Respondents who have at least heard of GLP-1s, cross-tabbed by their experience with GLPs



In the past year, how often have you visited the doctor (any kind of doctor)?

Posed to all respondents.



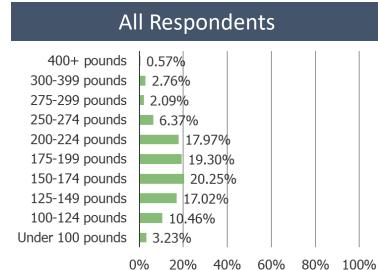


Interested in taking GLP-1s

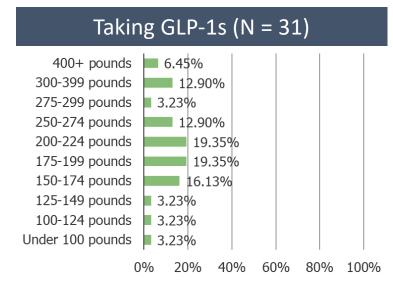


Approximately how much do you weigh?

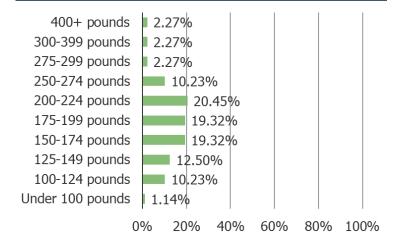
Posed to all respondents. (N=1,000)



40% 60%

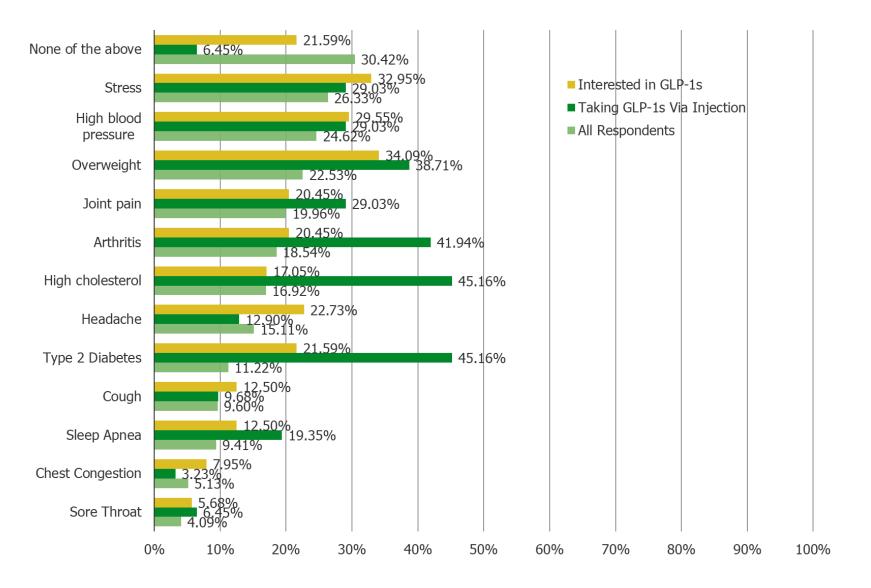


Interested in taking GLP-1s



Do any of the following describe conditions you have at the moment? Select ALL that apply

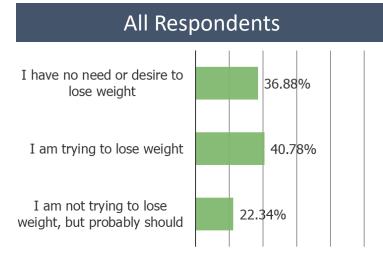
Posed to all respondents (cross-tabs in chart)



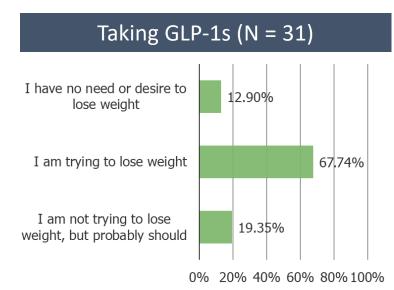
Source: 🛞 Bespoke Market Intelligence Survey

Which of the following describes you...

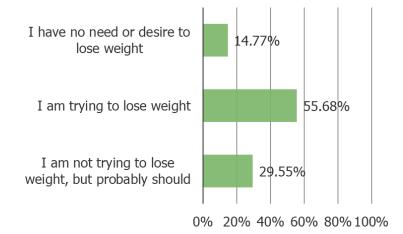
Posed to all respondents. (N=1,000)



0% 20% 40% 60% 80% 100%

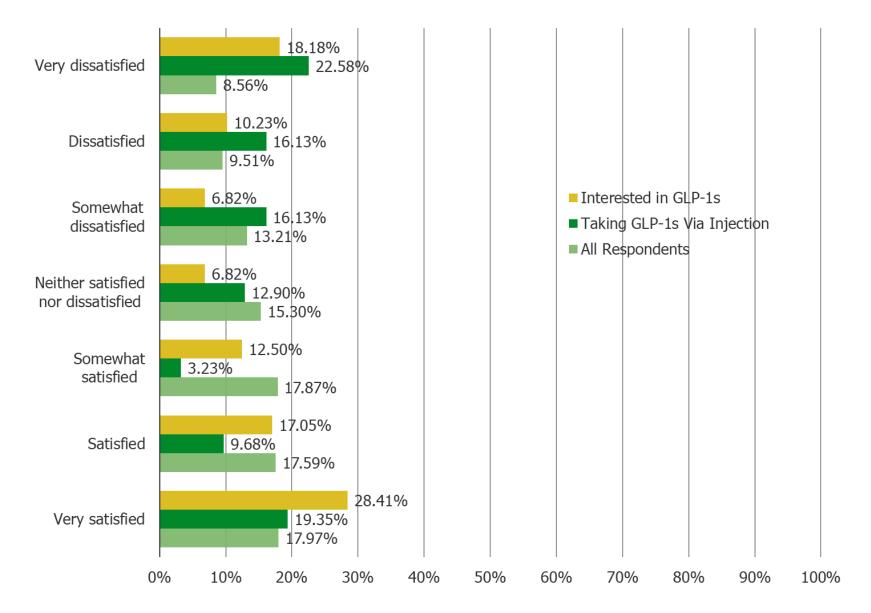


Interested in taking GLP-1s



How satisfied are you with your current weight?

Posed to all respondents. (N=1,000)



A lot

Some

None

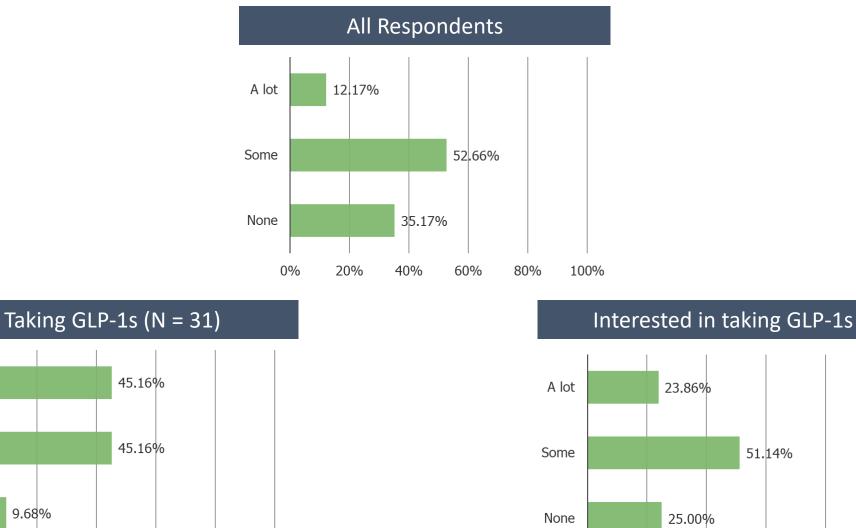
0%

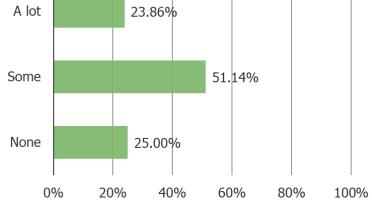
9.68%

20%

Are there any types of behaviors you would like to have better impulse control over in your life?

Posed to all respondents. (N=1,000)





40%

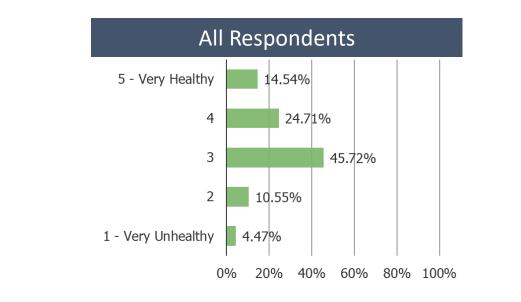
60%

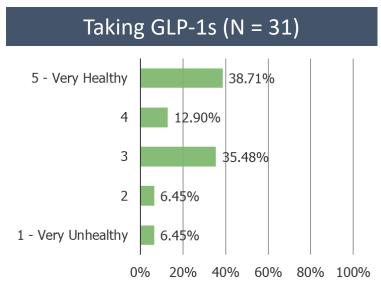
80%

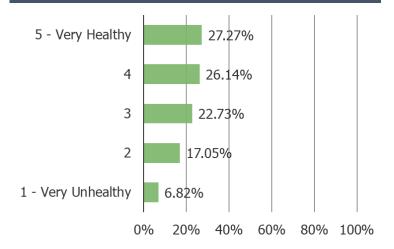
100%

How healthy would you say your diet is overall?

Posed to all respondents. (N=1,000)

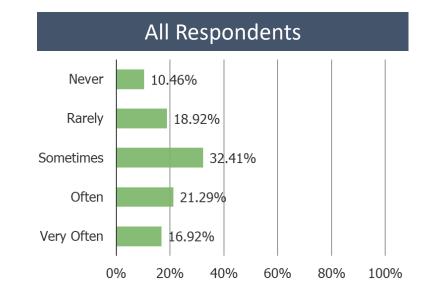


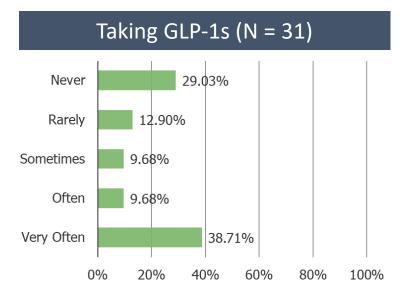


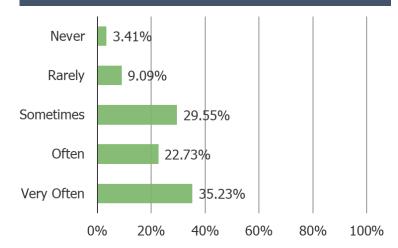


How often do you exercise?

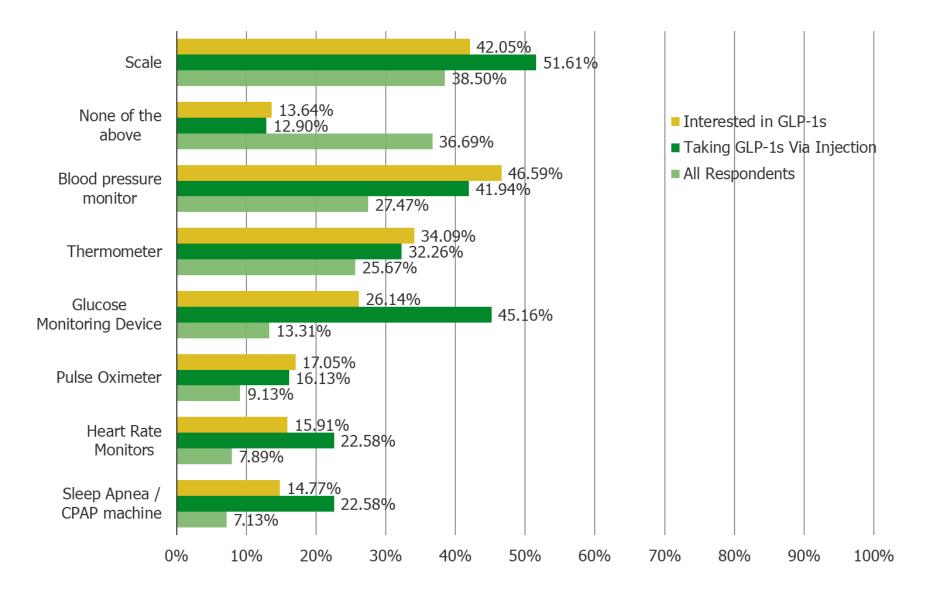
Posed to all respondents. (N=1,000)







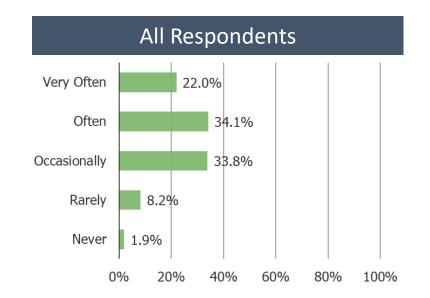
Do you currently use any of the following at home? Select ALL that apply

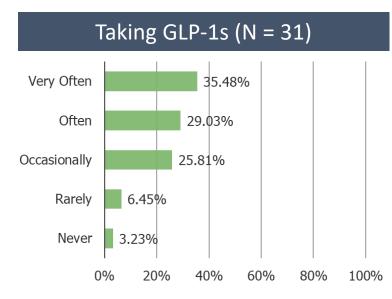


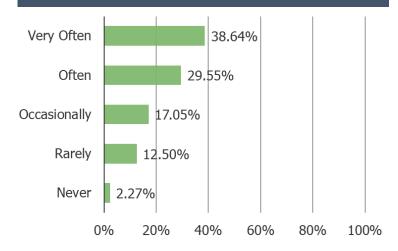
Consumer Spending, Cut By GLP-1 Usage/Interest

How often do you eat snack foods?

Posed to all respondents. (N=1,000)

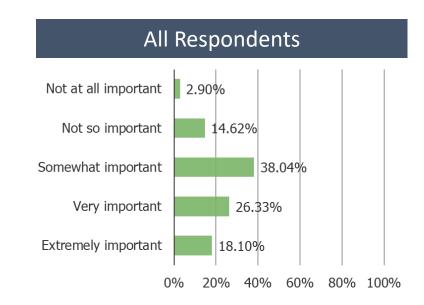


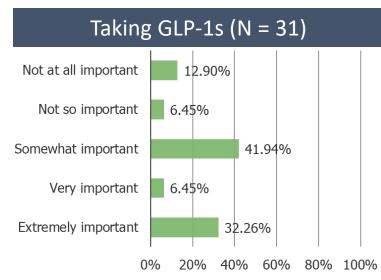


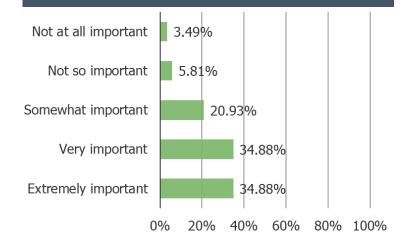


In general, how important would you say snack foods are to you?

Posed to respondents who eat snack foods more than never...







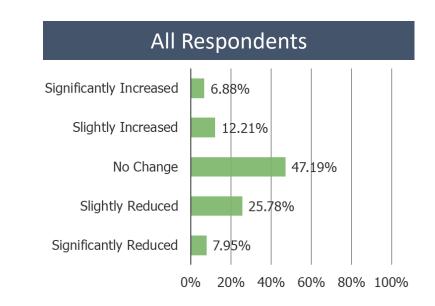
Which snack food brands do you buy/eat most often?

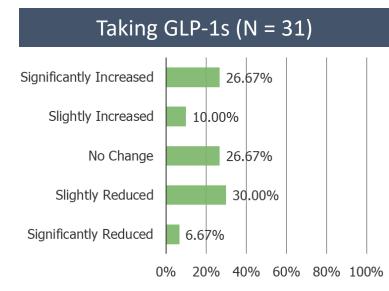
Posed to respondents who are not taking GLP-1 meds, but are interested or very interested in doing so...

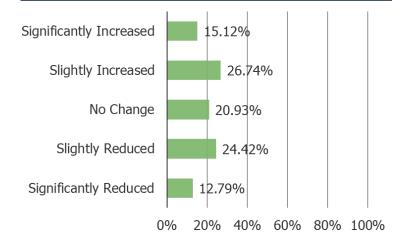


In the past 12 months, have you changed how often you eat snack foods?

Posed to respondents who eat snack foods more than never...

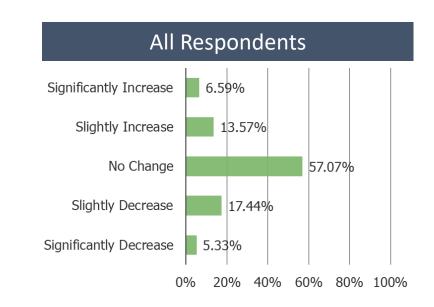


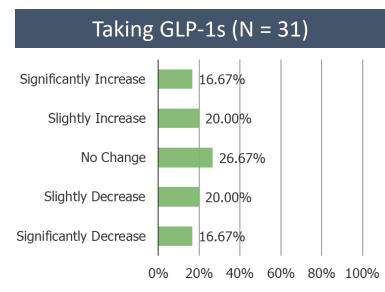


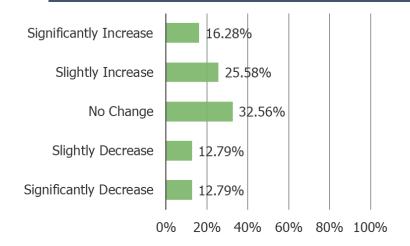


In the next 12 months, do you expect your snack food consumption to...

Posed to respondents who eat snack foods more than never...







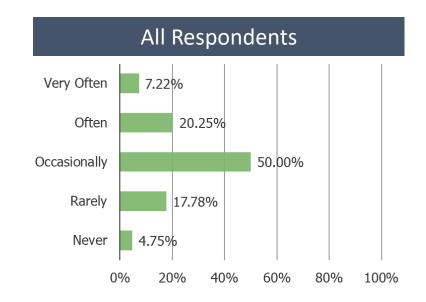
Which of the following snack food brands do you eat regularly?

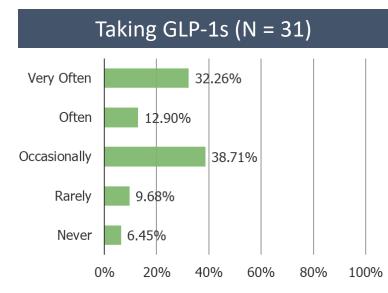
Posed to respondents who eat snack foods more than never...

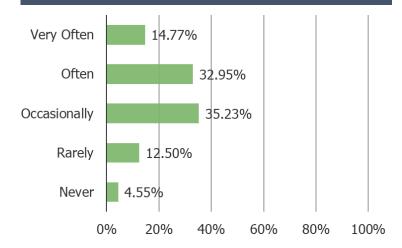
	All Respondents	Taking GLP-1s Via Injection	Interested in GLP-1s
Lay's	49.42%	53.33%	50.00%
Doritos	48.55%	46.67%	46.51%
Cheetos	43.02%	53.33%	40.70%
Hershey's	39.73%	53.33%	38.37%
Frito-Lay	39.34%	40.00%	38.37%
Reese's	38.37%	43.33%	34.88%
M&M's	37.02%	46.67%	43.02%
Oreo	36.82%	40.00%	38.37%
Pringles	34.79%	36.67%	34.88%
Kit Kat	29.94%	43.33%	30.23%
Ritz	29.65%	36.67%	34.88%
Chips Ahoy!	29.55%	33.33%	26.74%
Tostitos	28.29%	33.33%	27.91%
Snickers	27.52%	30.00%	46.51%
Kraft Foods	25.39%	33.33%	37.21%
Fritos	25.10%	30.00%	26.74%
Twix	23.74%	23.33%	27.91%
Nestle	21.71%	43.33%	23.26%
Cheerios	20.83%	23.33%	20.93%
Heinz	13.08%	26.67%	13.95%
Other (please specify)	8.33%	3.33%	5.81%
None of the above	3.78%	0.00%	0.00%
	N = 1032	N = 30	N = 86

How often do you eat food from casual dining / fast casual restaurants (take-out or dine-in)?

Posed to all respondents. (N=1,000)

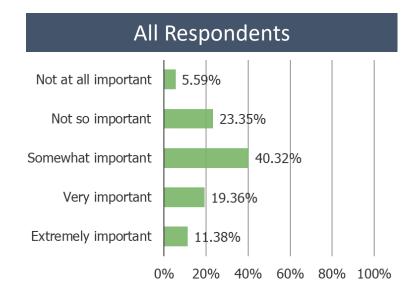


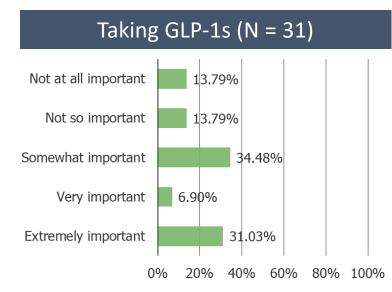


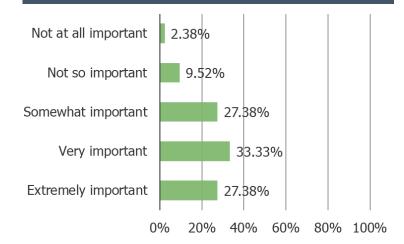


In general, how important would you say casual dining / fast casual restaurants (take-out or dinein) are to you?

Posed to respondents who eat casual dining / fast casual more than never...







Which casual dining / fast casual restaurants do you buy/eat most often?

Posed to respondents who are not taking GLP-1 meds, but are interested or very interested in doing so...

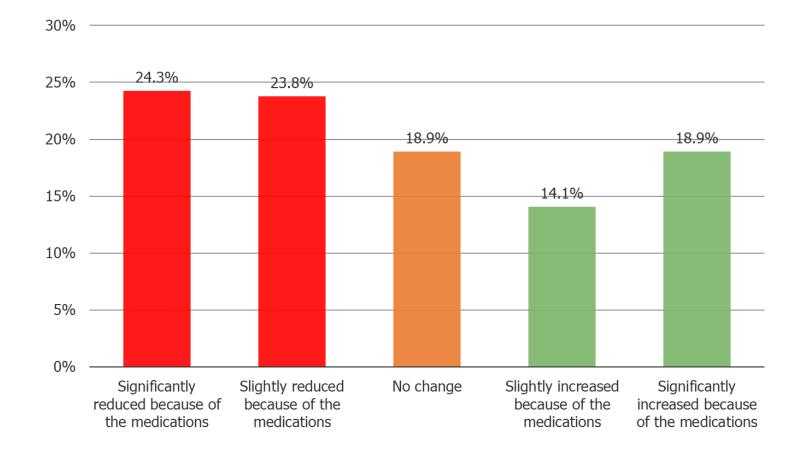


Which casual dining / fast casual restaurants do you buy/eat most often?

Posed to respondents who eat casual dining / fast casual more than never...

	All Respondents	Taking GLP-1s Via Injection	Interested in GLP-1s
McDonald's	54.99%	65.52%	61.90%
Taco Bell	40.62%	48.28%	46.43%
Burger King	37.03%	37.93%	45.24%
Wendy's	32.63%	34.48%	34.52%
KFC	29.34%	37.93%	34.52%
Chick-fil-A	28.54%	20.69%	32.14%
Domino's	26.65%	27.59%	36.90%
Pizza Hut	25.45%	44.83%	32.14%
Starbucks	23.15%	37.93%	34.52%
Dunkin Donuts	20.76%	31.03%	25.00%
Popeye's	19.76%	20.69%	16.67%
Olive Garden	19.66%	13.79%	30.95%
Sonic	18.66%	24.14%	26.19%
Chipotle	17.56%	20.69%	16.67%
Appleby's	15.47%	27.59%	23.81%
Panera	15.47%	20.69%	20.24%
Papa John's	14.87%	24.14%	26.19%
Texas Roadhouse	14.57%	20.69%	22.62%
Chili's	13.87%	10.34%	14.29%
Buffalo Wild Wings	13.27%	17.24%	19.05%
Five Guys	13.27%	13.79%	14.29%
IHOP	12.87%	10.34%	14.29%
Cracker Barrel	12.28%	13.79%	14.29%
Wingstop	9.38%	3.45%	8.33%
Longhorn Steakhouse	8.78%	10.34%	15.48%
Red Robbin	8.08%	17.24%	13.10%
Cheese Cake Factory	7.58%	3.45%	13.10%
Cheddar's Scratch Kitchen	6.59%	10.34%	14.29%
Other (please specify)	6.59%	0.00%	5.95%
None of the above	6.49%	0.00%	1.19%
Shake Shack	5.89%	6.90%	7.14%
Ruby Tuesday	4.99%	3.45%	7.14%
Dutch Bros	3.89%	3.45%	4.76%
Qdoba	3.79%	3.45%	4.76%
Potbelly	2.40%	3.45%	2.38%
Sweetgreen	2.20%	6.90%	2.38%
Cava	2.10%	3.45%	2.38%
Fogo De Chao	1.80%	10.34%	4.76%
	N = 1032	N = 30	N = 86

You mentioned earlier that you have regularly had the following during the past year. Has your consumption frequency of the following changed since you started taking GLP-1 medications like Ozempic or Wegovy, or others like them?



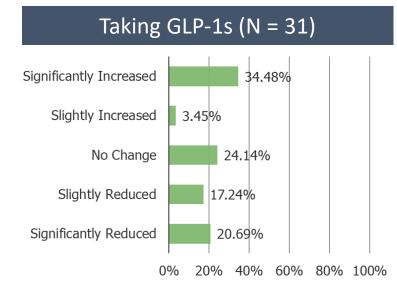
Posed to respondents currently taking GLP-1 meds via injection (N = 31)

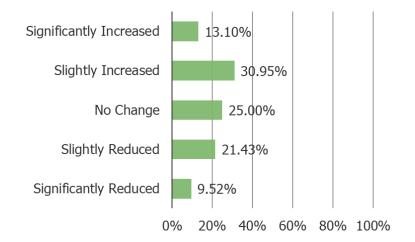
*Combining results across 36 casual dining / fast casual restaurants...

In the past 12 months, have you changed how often you use casual dining / fast casual restaurants?

Posed to respondents who eat casual dining / fast casual more than never...

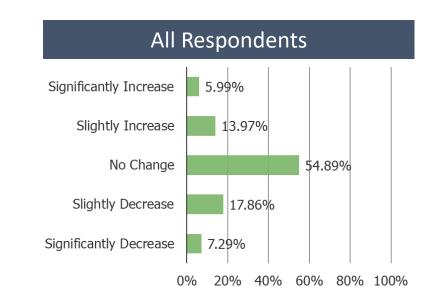


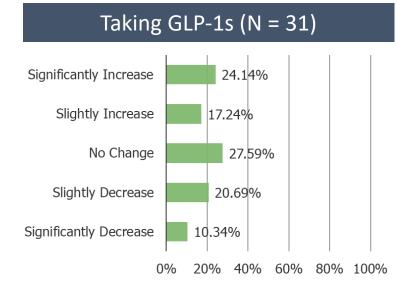


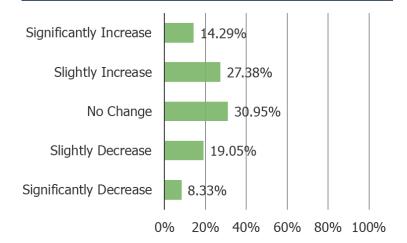


In the next 12 months, do you expect your usage of casual dining / fast casual restaurants to...

Posed to respondents who eat casual dining / fast casual more than never...







Very Often

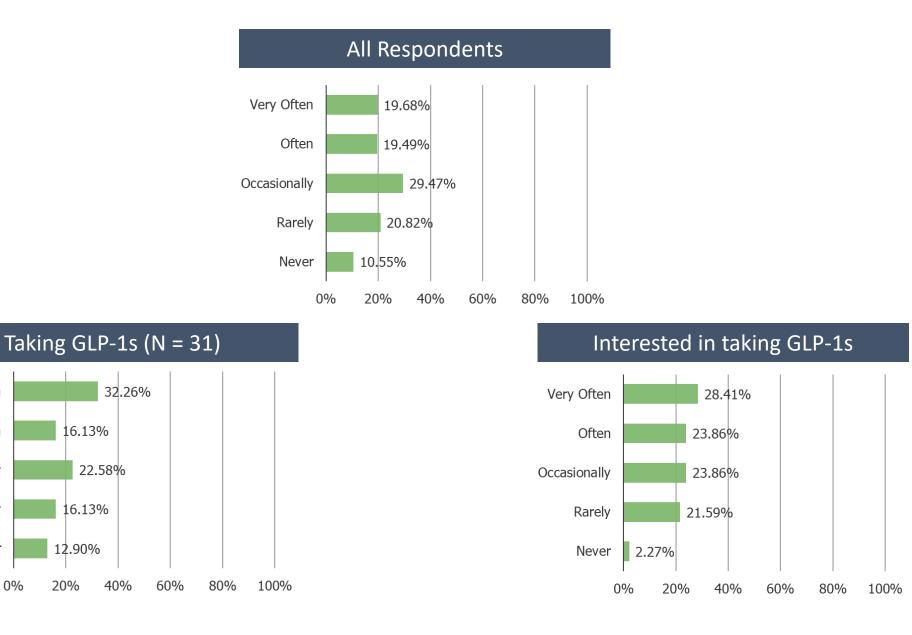
Occasionally

Often

Rarely

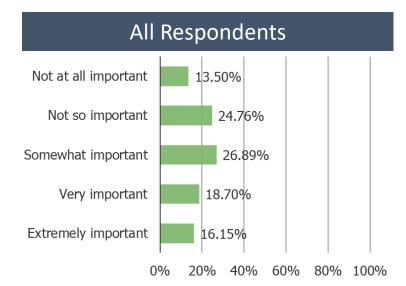
Never

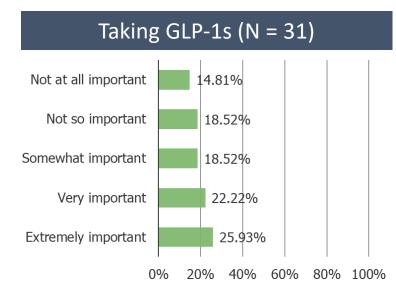
How often do you drink soda or carbonated soft drinks?

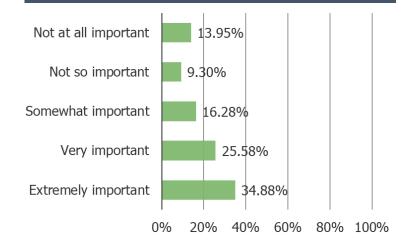


In general, how important would you say drink soda or carbonated soft drinks (take-out or dinein) are to you?

Posed to respondents who drink soda more than never...

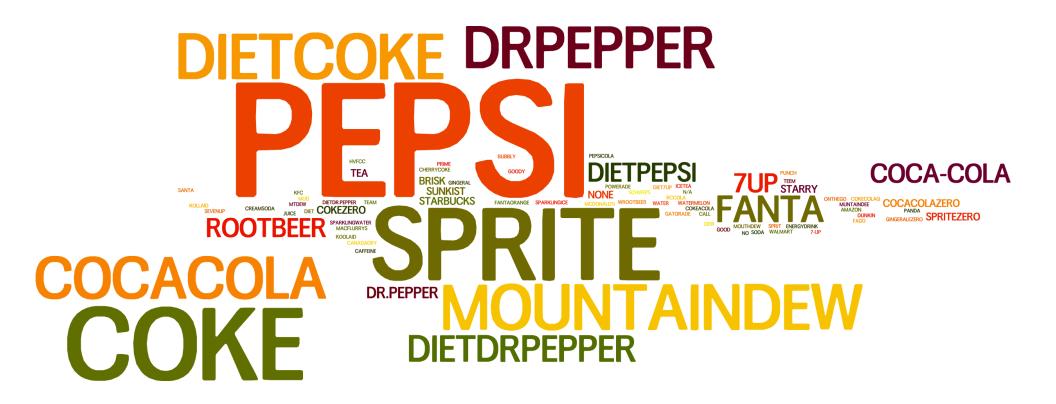






Which soda or carbonated soft drink brands do you buy/drink most often?

Posed to respondents who are not taking GLP-1 meds, but are interested or very interested in doing so...



Do you regularly drink any of the following? Select ALL that apply

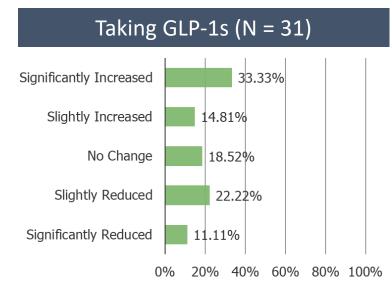
Posed to respondents who drink soda more than never...

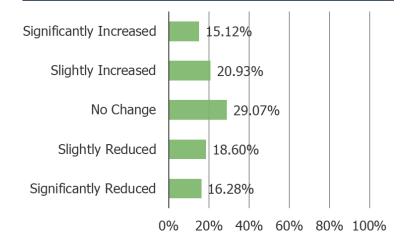
Answer Choices	All Respondents	Taking GLP-1s Via Injection	Interested in GLP-1s
Sprite	41.45%	37.04%	38.37%
Coca-Cola Classic	40.49%	37.04%	39.53%
Pepsi Cola	37.62%	51.85%	40.70%
Dr. Pepper	36.24%	33.33%	38.37%
Mountain Dew	30.18%	40.74%	30.23%
Fanta	23.06%	18.52%	25.58%
Diet Coke	20.94%	44.44%	36.05%
Coke Zero	17.00%	29.63%	32.56%
Diet Pepsi	16.05%	40.74%	29.07%
Other (please specify)	8.93%	0.00%	8.14%
Diet Mountain Dew	8.08%	18.52%	12.79%
None of the above	6.59%	7.41%	2.33%

In the past 12 months, have you changed how often you drink soda or carbonated soft drinks?

Posed to respondents who drink soda more than never...



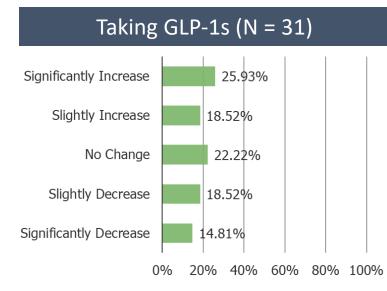


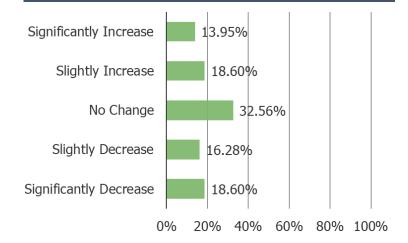


In the next 12 months, do you expect your consumption of soda or carbonated soft drinks to...

Posed to respondents who drink soda more than never...

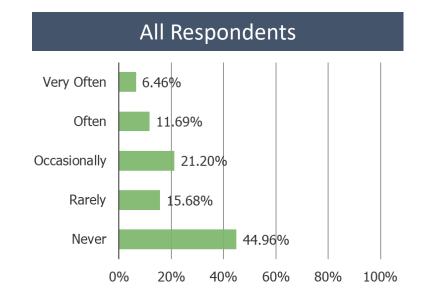


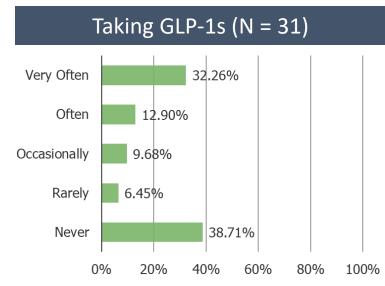


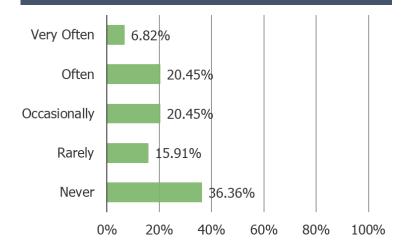


How often do you drink beer?

Posed to all respondents. (N=1,000)

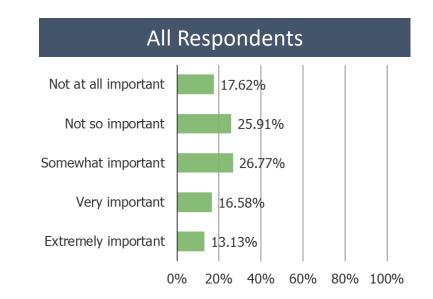


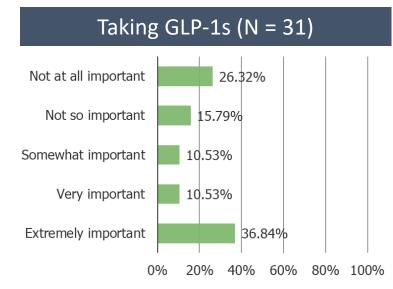


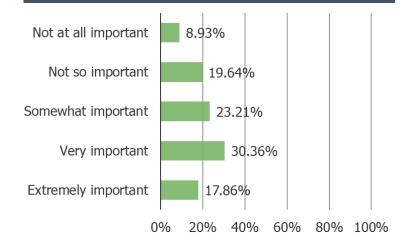


In general, how important would you say beer is to you?

Posed to respondents who drink beer more than never...

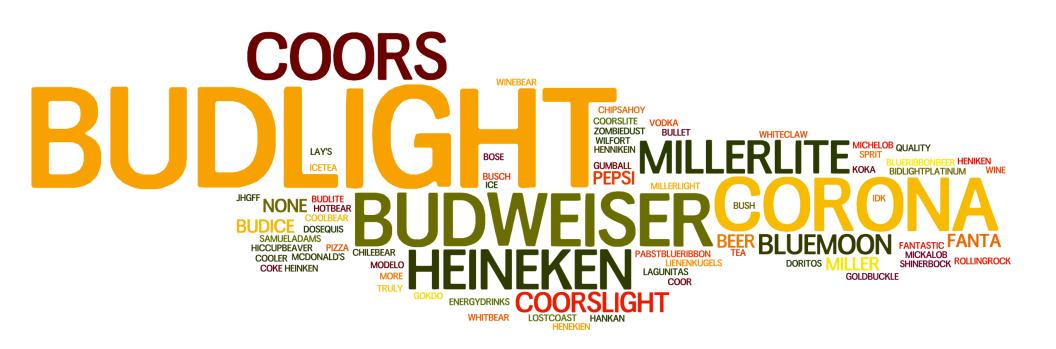






Which beer brands do you buy/drink most often?

Posed to respondents who are not taking GLP-1 meds, but are interested or very interested in doing so...



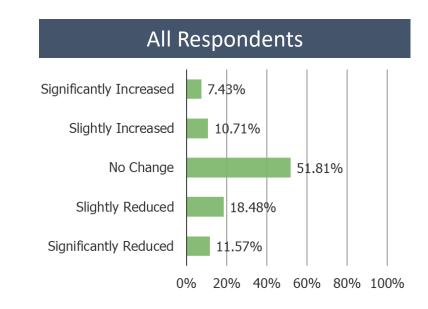
Do you regularly drink any of the following? Select ALL that apply

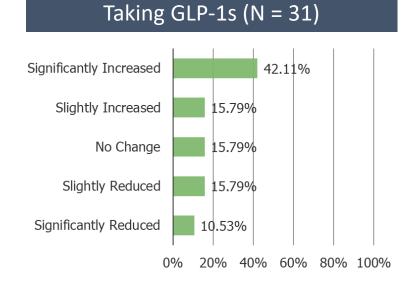
Posed to respondents who drink beer more than never...

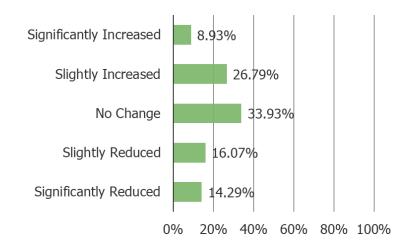
Answer Choices	All Respondents	Taking GLP-1s Via Injection	Interested in GLP-1s
Corona	29.53%	42.11%	33.93%
Budlight	26.77%	21.05%	42.86%
Budweiser	25.91%	15.79%	26.79%
Heineken	25.39%	42.11%	32.14%
Coors Light	23.14%	21.05%	30.36%
Miller Light	19.69%	15.79%	33.93%
Blue Moon	19.17%	36.84%	33.93%
Modelo	18.83%	31.58%	23.21%
Miller	17.96%	21.05%	37.50%
Coors	16.58%	5.26%	23.21%
Guinness	15.89%	21.05%	25.00%
Stella Artois	14.34%	31.58%	17.86%
None of the above	13.47%	21.05%	5.36%
Samuel Adams	11.92%	21.05%	7.14%
Other (please specify)	9.84%	0.00%	1.79%
Pabst Blue Ribbon	9.33%	15.79%	16.07%
Modelo Especial	9.15%	5.26%	7.14%
Yuengling	7.25%	5.26%	5.36%
Keystone Light	6.74%	5.26%	5.36%

In the past 12 months, have you changed how often you drink beer?

Posed to respondents who drink beer more than never...

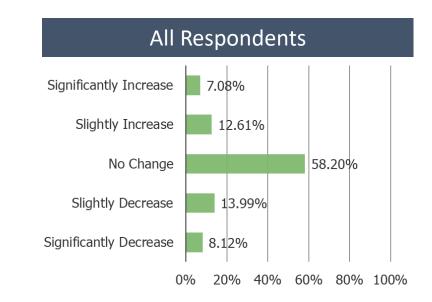


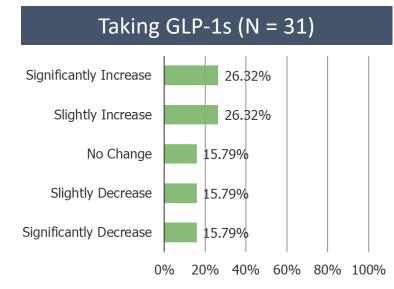


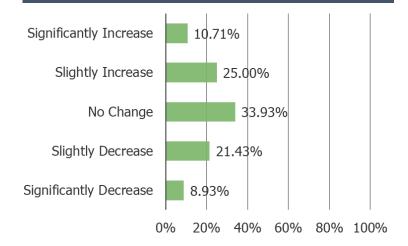


In the next 12 months, do you expect your consumption of beer to...

Posed to respondents who drink beer more than never...

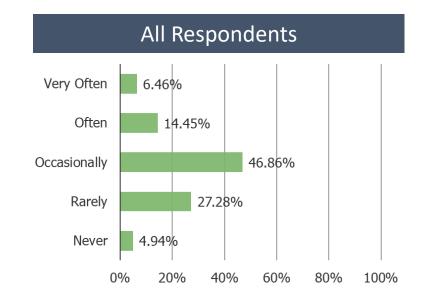




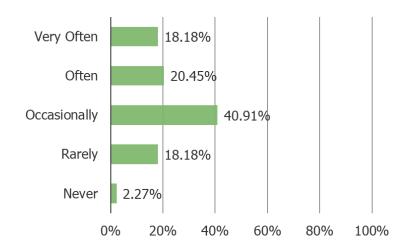


How often do you buy clothing?

Posed to all respondents. (N=1,000)



Taking GLP-1s (N = 31) Very Often 19.35% Often 19.35% Occasionally 38.71% Rarely 19.35% 3.23% Never 0% 20% 40% 60% 80% 100%



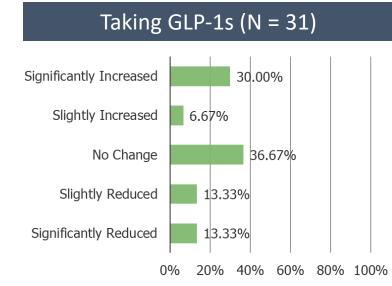
Which clothing brands do you buy most often?

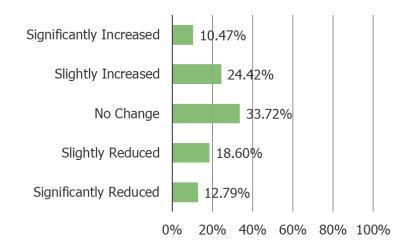


In the past 12 months, have you changed how often you buy clothing?

Posed to respondents who buy clothing more than never...



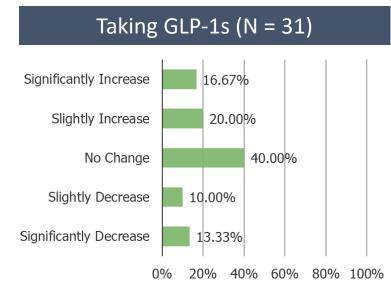


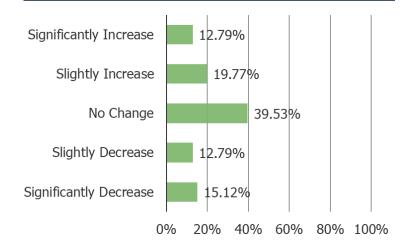


In the next 12 months, do you expect your consumption of buying clothing to...

Posed to respondents who buy clothing more than never...







Do you regularly buy groceries from any of the following retailers? Select up to three choices that you shop most often...

Answer Choices	All Respondents	Taking GLP-1s Via Injection	Interested in GLP-1s
Wal-Mart	58.08%	48.39%	65.91%
Kroger	15.59%	22.58%	9.09%
Target	15.40%	12.90%	25.00%
Dollar General	13.88%	16.13%	10.23%
Aldi	13.40%	12.90%	14.77%
Amazon	13.31%	16.13%	23.86%
Other (please specify)	11.41%	3.23%	6.82%
Costco	10.84%	12.90%	11.36%
Dollar Tree	9.79%	3.23%	10.23%
Sam's Club	9.70%	6.45%	7.95%
Family Dollar	8.46%	6.45%	6.82%
Publix	6.65%	3.23%	9.09%
Trader Joe's	6.27%	3.23%	5.68%
Safeway	5.51%	12.90%	4.55%
Food Lion	4.75%	9.68%	3.41%
HEB	3.90%	6.45%	2.27%
Albertsons	3.80%	6.45%	7.95%
7-Eleven	3.80%	0.00%	5.68%
Whole Foods	3.52%	3.23%	7.95%
BJ's	3.42%	3.23%	1.14%
None of the above	3.14%	6.45%	0.00%
Meijer	3.14%	0.00%	2.27%
Stop & Shop	2.76%	3.23%	2.27%
Hy-Vee	2.57%	3.23%	4.55%
Wegmans	2.38%	0.00%	3.41%
Sprouts Farners Market	2.09%	0.00%	2.27%
Harris Teeter	1.71%	3.23%	2.27%
Five Below	1.33%	0.00%	1.14%
Hannaford	0.95%	0.00%	0.00%
Supervalu	0.29%	0.00%	0.00%

Do you regularly or occaisonally buy clothing from any of the following from any of the following? Select ALL that apply

Answer Choices	All Respondents	Taking GLP-1s Via Injection	Interested in GLP-1s
Wal-Mart	51.24%	38.71%	50.00%
Amazon	37.93%	45.16%	48.86%
Target	26.90%	29.03%	42.05%
Kohl's	20.63%	19.35%	25.00%
Old Navy	20.15%	19.35%	22.73%
TJ Maxx	16.92%	12.90%	26.14%
Ross	14.92%	0.00%	13.64%
Macy's	14.83%	6.45%	14.77%
JC Penney	13.31%	25.81%	12.50%
Shein	12.64%	6.45%	11.36%
H&M	10.27%	9.68%	17.05%
Burlington	9.89%	3.23%	11.36%
Costco	9.70%	16.13%	20.45%
None of the above	8.84%	12.90%	1.14%
Gap	8.37%	6.45%	11.36%
Temu	8.17%	0.00%	7.95%
Other (please specify)	6.94%	3.23%	4.55%
Nordstrom	6.84%	9.68%	21.59%
Lane Bryant	3.61%	9.68%	7.95%
BJ's	3.23%	6.45%	5.68%
Eloqui	1.43%	9.68%	0.00%

Do you regularly shop any of the following drug stores? Please select up to three that you use most often

Answer Choices	All Respondents	Taking GLP-1s Via Injection	Interested in GLP-1s
Wal-Mart	45.25%	51.61%	52.27%
Walgreens	38.97%	16.13%	40.91%
CVS	37.45%	29.03%	31.82%
Rite Aid	14.35%	12.90%	14.77%
None of the above	12.83%	19.35%	6.82%
Kroger	11.03%	22.58%	17.05%
Other (please specify)	4.47%	3.23%	5.68%
Albertstons	4.09%	3.23%	6.82%
Express Scripts	2.57%	6.45%	6.82%
Cardinal Health	1.71%	3.23%	2.27%
Genovese Drug Stores	1.62%	3.23%	5.68%
Discount Drug Mart	1.62%	3.23%	2.27%
Duane Reade	1.24%	0.00%	2.27%
Eckerd	0.95%	3.23%	3.41%
Hook's Drug Stores	0.38%	3.23%	1.14%